

Message Text

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43

ACTION COME-00

INFO OCT-01 ARA-06 EUR-12 NEA-09 ISO-00 EB-07 CIAE-00

INR-07 NSAE-00 /042 W
----- 046652

P R 251530Z APR 75

FM AMCONSUL DUSSELDORF
TO SECSTATE WASHDC PRIORITY 2578
INFO AMEMBASSY BONN
AMEMBASSY BRUSSELS
AMEMBASSY CAIRO
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY TEHERAN
AMEMBASSY BEIRUT
AMEMBASSY CARACAS
AMCONSUL SAO PAULO
AMCONSUL FRANKFURT

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E.O. 11652: N/A
TAGS: BTIO, XF GW
SUBJECT: GERMAN FIRM SEEKS JOINT VENTURE HOUSING PARTNER
REF: (A) STATE 089478 (NOTAL) (B) DUESSELDORF 0367 (NOTAL)
(C) DUESSELDORF 0238 (NOTAL)

1. CONGEN REP. HAS HAD SEVERAL MEETINGS WITH KIRCHHOFF SINCE RECEIPT OF REFERENCE A TO DISCUSS SUBJECT PROJECT. LATTER APOLOGIZED FOR HIS MISINTERPRETATION OF VON WOLFF'S INSTRUCTIONS. VON WOLFF HAS DECIDED TO HOLD IN ABEYANC

ANY PLANS TO PROCEED FURTHER IN MIDDLE EAST WITH HOUSING PROJECT. FOR MOMENT, VON WOLFF INTERESTED IN PROCEEDING WITH BRAZIL VENTURE ONLY. KIRCHHOFF ASSURED US, HOWEVER, THAT VON WOLFF STILL CONSIDERING HOME CONSTRUCTION ACTIVITES IN MIDDLE EAST.

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2. COMMENT: WE SENSE KIRCHHOFF MAY BE IN SOME HOT WATER

WITH VON WOLFF AS A RESULT OF WHAT MAY HAVE BEEN PREMATURE DIVULGENCE OF GROUP'S INTENTIONS IN MIDDLE EAST. IN HIS DEFENSE, HE IS DIRECTLY INVOLVED ONLY IN VON WOLFF'S GROUP'S ELECTRONIC AND COMPUTER OPERATIONS BUT IS FREQUENTLY USED BY PERIPATETIC VON WOLFF IN OTHER FIELDS OF GROUP'S ACTIVITIES.

3. BASED ON LATEST INFORMATION AVAILABLE US, FOLLOWING ANSWERS QUESTIONS RAISED REFERENCE A.

A. ONLY BRAZIL HAS ENDORSED PROJECT AND CURRENT INTEREST IN LOCATING AMERICAN PARTNER LIMITED TO THAT COUNTRY; US FIRMS WILL BE CONSIDERED AS POTENTIAL PARTNERS WHEN AND IF VON WOLFF DECIDES OR IS ABLE GO AHEAD IN NEAR AND MIDDLE EAST;

B. BECAUSE OF CUSTOMARY USE OF MASONRY AND STONE CONSTRUCTION IN MIDDLE EAST, VON WOLFF WOULD PREFER JOINT VENTURE AMERICAN PARTNER WITH CAPABILITY IN BOTH PRE-FAB WOOD AND CONCRETE CONSTRUCTION;

C. VON WOLFF GROUP ACTIVITIES INCLUDE VON WOLFF INDUSTRIEPLANUNGS GMBH, WIESBADEN (ASSOCIATED WITH WMG-AKTIENGESELLSCHAFT, GLARUS, SWITZERLAND) -- INDUSTRIAL PLANNING; BON WOLFF INDUSTRIEPLANUNGS GMBH & INDUSTRIEAUSRUSTUNGS KOMMANDITGESELLSCHAFT, WIESBADEN (ALSO ASSOCIATED WITH WMG AKTIENGESELLSCHAFT, GLARUS AND DR. JOHANNES FLEISCHER, BERLIN) - TURN-KEY PLANT CONSTRUCTION; JOINT VENTURE WITH FRATELLI PAGNONI SA, MONZA, ITALY - PLYWOOD AND OTHER WOOD-PROCESSING PLANTS AND LAMINATE MANUFACTURE; JOINT-VENTURE WITH STREIF OHG, LOSHEIM - PRE-FAB CONSTRUCTION, CONSULTING AND TRAINING; JOINT-VENTURE WITH WEHRHAHN, OTTERSWEIER - PLANNING AND SUPPLY OF PLANTS FOR FURNITURE, WINDOW AND DOOR INDUSTRIES, OPERATION OF SUCH PLANTS AND RELEVANT TRAINING; DYNATEC DATENVERARBEITUNG - ELECTRO-TECHNIK VERTRIEBSGES. MBH, DUESSELDORF - IMPORT EXPORT OF EDP EQUIPMENT (WTDR APRIL 74). VON WOLFF GROUP ANNUAL SALES REPORTED AT DM 36 MILLION IN 1974.

ALL FOREGOING INFORMATION PROVIDED BY FIRM.
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4. BROCHURE ON VON WOLFF GROUP FOLLOWS BY AIRGRAM
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Message Attributes

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Margaret P. Grafeld
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